


40 MM Family Systems Buy
FY05-09

Source Selection Plan
Preliminary Briefing on
Sections L & M

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Acquisition Strategy

- All six 40MM rounds will be procured as a family with the exception of the M385A1 and M918 projectile assemblies.
 - 8a: The M385A1 (one award) and M918 (two to three awards split 60/40 or 45/30/25) projectile assemblies will be competed among 8a firms. Evaluation of these two items will be Best Value. Firm fixed-price contracts will be awarded. The projectiles will be furnished as GFM to the systems integrator contractors.
 - System Contracts: Two or three contracts will be awarded to small business teams acting as systems integrators. Firm fixed-price contracts will be awarded using a best value approach.
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Source Selection Strategy


Two-Part Strategy

- **Go-No Go Evaluation**
 - Teaming Arrangement
 - **Four Best Value Evaluation Areas**
 - Program Management
 - Technical Experience
 - Past Performance
 - Price
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No-Go vendors will be declared non-responsive and eliminated.

Evaluation of Teaming Arrangements

- **Teaming Arrangement—Failure to submit an acceptable business arrangement will render the entire proposal unacceptable for award. All SBA and other pass/fail requirements must be met for each type of business arrangement. This area will be evaluated on a go/no go basis.**
 - **Joint Venture or Other Teaming Arrangement**
 - Must meet JV or other Teaming Arrangement criteria
 - Must be Small Business at Time of Initial Offer
 - Meets 1500 Employee Size Standard
 - SBA Relaxed Affiliation Rule applies
 - **Prime/Subcontractor Relationship**
 - JV or Other Teaming Arrangement must perform at least 50% of manufacturing cost
 - **Large Business participation**
 - SBA-Approved Joint Venture or SBA Approved Mentor-Protégé Agreement
 - As a subcontractor to the JV or Other Teaming Agreement



Proposed Source Selection Best Value Evaluation Areas

Ranked in Order of Importance

- **Program Management/System
Integration Capability**
 - **Technical Expertise/Manufacturing
Plan**
 - **Past Performance**
 - **Price & Related Factors**
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Proposed Elements and Factors of the Four Areas

- **Area #1—Proposed Program Management/Systems Integration**
 - **Team Organization (Element)**
 - Team Organization and Lead Support
 - **Integration Plan (Element)**
 - Plan to run production program
 - Detailed program management plan
 - **Key Personnel (Element)**
 - Management/Program Manager & Staff
 - Engineering Staff
 - Skilled Labor Force
- **Area #2—Proposed Technical and Manufacturing Capability**
 - **Delivery Schedule (Element)**
 - Program /Production Plan
 - Safety and Security Programs
 - **Quality Management System (Element)**
 - Configuration Management Plan
 - Critical Characteristic Control Plan
 - Inspection/Test Plans
 - First Article
 - **Systems Engineering Plan (Element)**




Proposed Elements and Factors of the Four Areas



■ Area #3—Past Performance

- No Elements
- Customer Satisfaction
- Quality
- Timeliness/Schedule Control
- Program Management & Systems Integration
- Compliance (environmental, safety and security)
- Working relationship with the government in solving problems
- Financial Health of the Organization

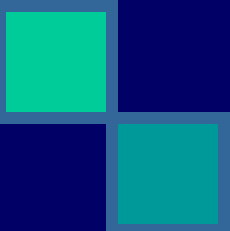

■ Area #4—Price and Related Factors

- No Elements
 - How price matrixes will be evaluated?
 - Weighted average
 - Reasonableness
 - Affordability
 - Realism
 - Comparison to historical price
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Area 1

Proposed Program Management/ Systems Integration—Preliminary definitions of Elements & Factors

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- **Team Organization (Element #1)**
 - Factors**
 - **Team Organization and Lead Support** All team members accountability defined—Identify all business entities that will be utilized in execution of this contract. Individual roles and responsibilities for each business entity shall be described in detail.
 - **Managing Partners and all key sub-contractors**
 - **Coordination /communication plan** between lead and team members shall be efficient and well .
 - **Plan to manage simultaneous procurements and multiple subcontractors**
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Area 1

Proposed Program Management/ Systems Integration—Preliminary definitions of Elements & Factors

Integration Plan (Element #2)

- Plan to run the production program.
 - A logical and appropriately phased program concerning where and how the cartridges and major components are manufactured, assembled, tested and produced.
- Detailed program management plan in that defines and describes all the tasks and milestone that must be successfully accomplished. Provide a detailed schedule that illustrates the integration of all tasks and milestones, including sequences and time durations. The schedule must identify the program's critical and related paths along with interdependencies. Describe the management techniques that will be used to control schedule.




Area 1

Proposed Program Management/ Systems Integration—Preliminary definitions of Elements & Factors




■ Integration Plan (Element #2) (Continued)

- How monitoring of team members will occur
 - Contract Management
 - Subcontractor Management
 - Tools and software
 - A well defined system engineering master plan that addresses all engineering aspects contained in the SOW.
 - Risk Mitigation Plan
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Area 1

Proposed Program Management/ Systems Integration—Preliminary definitions of Elements & Factors

- **Key Personnel (Element #3)**
 - **Management**
 - **Program Manager and staff**
 - Commitment to keep the program manager and key personnel dedicated to the program for an appropriate and reasonable period of time.
 - Personnel experienced in system integration
 - **Engineering Staff**
 - **Skilled Labor Force**
 - **Capability of fabricating, controlling processes, testing product**
 - **Maintenance and utilization of tooling gauging and test equipment**
 - **Have necessary experience, expertise and appropriate training to select the appropriate manufacturing processes.**
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AREA 2

Proposed Technical and Manufacturing Capability



■ Delivery Schedule (Element #1)

Technical Approach /Production Plan—Overall rating will be on the basis of approach and consistency with respect to lowering overall program risk from a producibility and process control perspective



■ Program/Production Plan

- Ability to produce at all production levels in the RFP
- Ability to produce up to the maximum requirement in the solicitation on schedule.
 - Hardware Manufacturing
 - Testing
 - Quality Control

■ Safety and security Programs

- Weapons
- Ammo
- Explosives




AREA 2

Proposed Technical and Manufacturing Capability



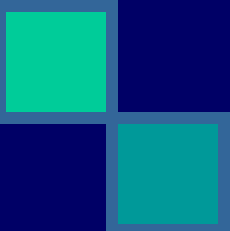

■ Quality Management System (Element #2)

- Configuration Management Plan
 - Drawings, Change Control & TDP Management System
 - Critical Characteristic Control Plan
 - Ability to prevent and control the occurrence of critical defects
 - Ability to identify, recognize and categorize critical defects
 - Ability to identify, segregate and suspend material suspect of containing critical defects
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AREA 2

Proposed Technical and Manufacturing Capability

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- **Quality Management System (Element #2) (Continued)**
 - **Inspection/Test Plans**
 - Assess adequacy of plan to identify and document key characteristics and prepare and maintain detailed inspection and test procedures for all TDP and key characteristics
 - Plan to maintain inspection and test records
 - **First Article**
 - Plan to successfully complete the First Article of components, subassemblies, assemblies and cartridges
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AREA 2

Proposed Technical and Manufacturing Capability



System Engineering Plan Element #3

- Overall technical approach
 - Processes
 - Metrics
 - Resources
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Definition of Similar Items

- **Similar is defined for each cartridge** as demonstrating a manufacturing capabilities to mass produce the following;
- In thinking about the items;
- **M385** - A cartridge containing an aluminum projectile with copper (or other soft metal) rotating band. Cartridge has a percussion primed stamped and machined aluminum anodized cartridge case.
- **Link**- The round must have a hardened steel phosphate coated link connecting the cartridges.
- **M430A1\M433** - A cartridge containing a steel, internally serrated projectile with an explosive fill located behind a shape charge liner. The projectile contains a mechanically controlled fuze, impact detonated, that contains a spit back charge. Cartridge has a percussion primed stamped and machined aluminum anodized cartridge case .
- **M918** - A cartridge containing a steel projectile with an aluminum insert containing an explosive charge and mechanical fuze. Cartridge has a percussion primed stamped and machined aluminum anodized cartridge case.

Definition of Similar Items

- **M781** - A cartridge containing an injection molded plastic cartridge case with metallic insert containing a percussion primer and propellant. The projectile is a machined metal that contains an impact marking dye powder inside of an adhesively attached plastic molded o-give.
- **M583** A cartridge containing a parachute dispersed flare for illumination. cartridge has a percussion primed stamped and machined aluminum anodized cartridge case.
- Contractor must show that he has manufactured items that make use of aluminum stamping, aluminum turning, drilling, and tapping, anodizing process, labeling and marking, steel stamping, steel hardening, phosphate coatings and oil treatments, cleaning and painting, pressing of metal components, powders, crimping, swaging, steel machining and stamping, explosive fill, copper stamping, Igniters, complex mechanical fuze manufacturing, assembly of small fuze components, plastic injection molding, application of sealants and adhesives, handling of impact marking dyes, assembly of igniters, small parachutes, flare components, zinc metal turning, loading, assembly, and packaging of ammunition.